

Message Text

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ACTION AF-06

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FM AMEMBASSY ADDIS ABABA
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INFO AMCONSUL ASMARA

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E.O. 11652: N/A

TAGS: BEXP ET

SUBJ: TENTATIVE FY76 TRADE PROMOTION PROGRAM - ETHIOPIA

REF: A. STATE 172052; B. ADDIS ABABA 2889

1. EMBASSY ADDIS PLEASED TO NOTE TENTATIVE FY76 AFRICA TRADE PROMOTION PROGRAM REPORTED REFTEL A REFLECTS OUR DESIRES PREVIOUSLY EXPRESSED IN REFTEL B. CONTINUED INCLUSION OF ADDIS IN APR '76 TECHNICAL SALES SEMINAR ON MODERN TELECOMMUNICATIONS SYSTEMS AND EQUIPMENT IS WARRANTED.

2. ETHIOPIAN CIVIL AVIATION OFFICIALS ANXIOUS FOR VISIT OF AVIATION ELECTRONICS AND GROUND SUPPORT EQUIPMENT TRADE MISSION. THEY HAVE PLANS FOR RENOVATION OF 14 YEAR OLD EQUIPMENT AT ADDIS ABABA BOLE INTL AIRPORT. IN ADDITION THEY REPORT THAT HISTORIC ROUTE AIRPORTS PROJECT FOR CONSTRUCTION OF 5 REGIONAL AIPOINTS IS BACK "ON STREAM". NEWLY-APPOINTED CAA ADMINISTRATOR IS AMERICAN-TRAINED ENGINEER WHO HAS HIGH REGARD FOR AMERICAN EQUIPMENT. LIMITING FACTOR IN AIPOINT EQUIPMENT PROCUREMENT WILL BE AVAILABILITY OF FUNDS WHICH APPEARS UNCERTAIN AT PRESENT. ON BALANCE, EMBASSY NOW FEELS ADDIS ABABA WOULD BE PROFITABLE STOP FOR JAN 76 TRADE MISSION CURRENTLY SCHEDULED FOR NIGERIA AND BOTSWANA. COMMERCE MAY WISH TO CONTACT AIRWAYS ENGINEERING COPR OF WASHDC REGARDING AIRPORT DEVELOPMENT PROJECTS.

3. WE BELIEVE THAT MOTOR VEHICLE MAINTENANCE EQUIPMENT CATALOG SHOW SCHEDULED FOR MAR 76 WOULD BE MARGINAL EFFORT IN ETHIOPIA.
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MOST GARAGES IN ETHIOPIA ARE SMALL OPERATIONS WITH ONLY LIMITED

EQUIPMENT. ETHIOPIAN GOVT HAS RESTRICTED IMPORTS OF
VEHICLES TO THOSE WITH LESS THAN 1300CC ENGINES, THUS SHUTTING
MOST AMERICAN VEHICLES OUT OF THE MARKET AND ORIENTING MARKET TOWARD
EUROPEAN SUPPORT EQUIPMENT AS WELL AS VEHICLES.
HUMMEL

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